



Update

An information bulletin for suppliers

October 1986, No. 1

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Monique Vézina



Preface

Update is a newsletter to inform suppliers of goods and services to the Government of Canada about our procurement policies and procedures as well as other useful information. It is intended to make you more aware of potential business opportunities and more knowledgeable in taking advantage of them.

Update is published occasionally by the Corporate Relations Branch, Supply and Services Canada. Inquiries and comments about this publication should be addressed to

The Editor

Update

*Corporate Relations Branch
Supply and Services Canada
Ottawa, Ontario, K1A 0S5*

From the Minister

My department does business with a great many suppliers from across the country. Since becoming Minister of Supply and Services, one of my main concerns has been to maintain the good relations that exist between you and my department. I am pleased, therefore, to introduce the first issue of **Update** as a further step to open communications and better information.

I hope that this information bulletin will assist you, particularly those of you in small businesses, who have experienced difficulties with some of our more complex policies and procedures. I know that dealing with government can be somewhat intimidating at times, but I am trying to change that.

Update is part of that change process. It will be issued occasionally to more than 100,000 suppliers and will

communicate policy changes, government decisions and other items of interest that may influence the way we do business together.

Access and effective communications are two of the most important ingredients of a good business environment. I am very much in support of all efforts to maintain a timely and meaningful flow of information to suppliers. If you have any suggestions on how we could improve the content of **Update**, I want to hear from you.

Until then, my best wishes for your continued success.

Sincerely,

Monique Vézina
Minister of Supply and Services

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News Briefs



RFP For Fragmentation Jackets

SSC plans to issue a Request for Proposal in early 1987 to qualified companies for the supply of fragmentation jackets to the Canadian Armed Forces. The estimated expenditure will be in excess of \$15 million and specifications will call for the use of ballistic aramid fabric and nylon cloth. For more information, contact:

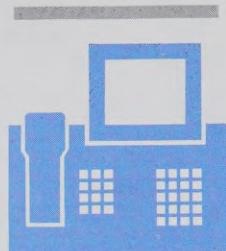
Christine Thomas
Clothing and Textile Group
Consumer Products & Traffic
Management Branch
9B3, Phase III, Place du Portage
Hull, Québec, K1A 0S5
Tel: (819) 994-0071



Traffic Group Plans Seminar

The Traffic Management Group of SSC is planning a series of information seminars for carriers of its services. The seminars will cover such topics as the services being used by the government and their basic requirements, procedures for contracting common carrier services and the role played by SSC. Input relating to the content, frequency and the time frame of these seminars is requested during the planning stage. Contact:

Murray O'Byrne
Traffic Management Group
Consumer Products and Traffic
Management Branch
8B3, Phase III, Place du Portage
11 Laurier Street
Hull, Québec, K1A 0S5
Tel: (819) 994-0071



Forecast for Automated Office Services

The Office Automation, Services and Information Systems (OASIS) Directorate of Supply and Services has available a 1986-87 forecast of the office automation procurements, by region, for 23 government departments. The OASIS directorate has also published a brochure describing its organization and activities. For both publications, write to:

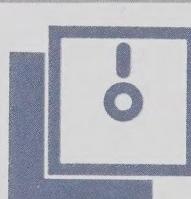
Product, Technology and Account
Management Branch
Office Automation, Services and
Information Systems Directorate
Supply and Services Canada
3C2, Phase III, Place du Portage
11 Laurier Street
Hull, Québec
K1A 0S5

Office Automation Exhibits Scheduled

The Office Automation, Services and Information Systems Directorate of Supply and Services is planning four shows for this fall and the spring of 1987:

October 15: Professional Services In-look Conference. (Supplier conference to discuss EDP professional services procurement and policies.)

For further information, contact:
Doreen Conrad (819) 997-8784.



Nov. 18-19: Government of Canada Software Market (35 exhibits of Canadian-developed software). 9 a.m. to 4 p.m. daily, Palais des Congrès, Hull.

For further information, contact:
Linda Laurin (819) 997-7295.

Feb. 17-18, 1987: Office Automation Aids to the Disabled (40 exhibits of products and services to enhance performances in government offices). 9 a.m. to 4 p.m. daily, Palais des Congrès, Hull.

For further information contact:
Cathy Campbell (819) 997-7324.

April, 1987: Government Micro-computer Exposition (35 exhibits of Canadian-developed microcomputers). Site to be announced.

For further information, contact:
Cathy Campbell (819) 997-7324.

Release of Bid Information

Supply and Services has announced a change in the policy of releasing bid information on government contracts. Effective October 1, 1986, the list of suppliers invited to bid on requirements over \$25,000 will be released automatically. For requirements under \$25,000, the list will be released only on request.

Sub-Contracting Opportunities

A Request for Proposal (RFP) was released on July 31, 1986, for the supply of 500 or more Standard Military Pattern Heavy Logistic Vehicles, including integrated logistic support for the Department of National Defence. Canadian companies that may be interested in participating as sub-contractors may obtain a list of bidders to which the RFP was released.

Contact: Jacques Mathieu
Chief, Heavy and All Terrain SMP
Vehicle Section
8B1, Phase III, Place du Portage
11 Laurier Street
Hull, Québec
K1A 0S5
Tel.: (819) 994-3343 ext. 278

Cash Discount Policy

Supply and Services has announced that payment may be made to suppliers in advance of the due date where the suppliers offer discounts for early payment and the discounts at least offset the cost to the government of paying early. The announcement also stated that this policy had no implications in comparing bids since offers are required to be structured in accordance with the specified payment period, normally 30 days.

Outlook for Government Procurement

Following is a listing of short- and long-term projections of procurement for federal government departments and agencies. All projects are subject to government approval or availability of funding:

Item Description	Approximate Cost (Millions)	Anticipated Program Period	Remarks
1. Polar Class 8 Icebreaker The Polar Class 8 Icebreaker Project has completed the design and contract definition phases and three proposals for implementation have been received from Saint John Shipbuilding Ltd., Versatile Davie Inc., and Versatile Pacific Shipyards Inc. Evaluation of these proposals will be completed by the end of the year, and three unsolicited proposals have been received and are being evaluated by a task force.	450	1986-91	Proposed marine procurement for National Defence
2. Tribal Class Destroyers Update and Modernization Project (TRUMP) The Tribal Class Update and Modernization Project (TRUMP) will replace existing obsolete equipment as well as provide a supportive air defence capability and a task group command and control capability. Authority to proceed with the Implementation Phase of the TRUMP was given in May 1986.	750	1986-91	Proposed marine procurement for Transport Canada
3. NATO Frigate Replacement for the 1990s (NFR 90) NFR 90 is an eight-nation project directed towards the collaborative development and national construction of a standard NATO anti-submarine warfare frigate replacement for the 1990s. The project is in the feasibility study stage. The study is being carried out by a joint venture company composed of industry representatives of all participating nations. Twelve Canadian companies are represented.	3.4	(could be 1985-95)	Costs are for Canadian share of feasibility study only
4. Ship Replacement Project Phase II (SRP II) SRP II involves the supply of six frigates as a follow-on to the first six ships now being designed and constructed under the Canadian Patrol Frigate (CPF) Project. This part of the project is expected to involve expenditures of \$3.0 billion (1985/86). Delivery of the first ship is planned for 1992, with deliveries of subsequent ships at one per annum thereafter. This project is in the initial planning stages.	3,000	1986-98	Proposed marine procurement for National Defence
5. Canadian Submarine Acquisition Project (CASAP) This project is to maintain the submarine capability within the Canadian maritime fleet in the 1990s and beyond. The initial objectives are to identify a new class submarine suitable for Canadian requirements and make recommendations as to how many should eventually be acquired. An announcement was made on July 16, 1986, by the Minister of National Defence regarding the authorization of the project definition phase of the Canadian Submarine Acquisition Project.	1,000	1986-1990	Proposed marine procurement for National Defence

Item Description	Approximate Cost (Millions)	Anticipated Program Period	Remarks
6. Develop a Canadian Towed Array Sonar System (CANTASS) CANTASS, on completion of developments, will be installed in eight Canadian warships. It will use a U.S. Navy sensor (wet-end) and Canadian-designed shipboard processing and display electronics (dry-end).			Proposed electronic equipment procurement for National Defence
CANTASS Part 1 Acquisition of towed arrays for HMCS ANAPOLIS & NIPIGON and one set of handling and stowage gear for ANAPOLIS.	9	1986-88	Proposed electronic equipment procurement for National Defence
CANTASS Part 2 Installation, testing and trials of ANAPOLIS system and acquisition of a second set of handling and stowage gear for NIPIGON.	14	1986-88	Proposed electronic equipment procurement for National Defence
CANTASS Part 3 Upgrading dry-end installed in ANAPOLIS; procurement of production dry-end for NIPIGON (full production towed array system).	21	1987-90	Proposed electronic equipment procurement for National Defence
CANTASS Part 4 Acquisition of production dry-ends for CPF.	47	1987-92	Proposed electronic equipment procurement for National Defence
Funded by Canadian Patrol Frigate Project Acquisition of sensor systems and production model signal receivers from United States sources.	70	1984-87	Proposed electronic equipment procurement for National Defence
Funded by DND Research and Development Project Development of dry-end electronics.	23	1984-87	Proposed electronic equipment procurement for National Defence
	Total 184		
7. Maritime Air/Sea Torpedoes (MAST) Procurement of 349 latest model Mark 46 Mod 5 anti-submarine warfare torpedoes. These are used by surface ships and aircraft.	131	1986-88	Proposed electronic equipment procurement for National Defence
8. Submarine Torpedo Replacement Procurement of 48 Mark 48 submarine-launched torpedoes to partially replace obsolete Mark 37 torpedoes.	90	1986-88	Proposed electronic equipment procurement for National Defence
9. Torpedo Defence System (NIXIE) A system to provide Canadian Forces ships with protection against torpedoes. It is a towed electronic device which emits acoustic signals to misdirect or confuse acoustic torpedoes.	19	1986-87	Proposed electronic equipment procurement for National Defence
10. Proposed marine procurements <i>New Construction</i>			
Type 1000 (2) Medium NAVAIDS Tender/Ice-Strengthened	75	1987-92	Proposed marine procurement for Transport Canada
Type 900 Small NAVAIDS Tender/Ice-Strengthened	19	1987-89	Design and construction
Type 800 (2) Small NAVAIDS Tender	6	1986-88	Design and construction
Type 700 (2) Special River NAVAIDS Tender	26	1986-90	Construction
Type 600 (3) Large SAR Cutter	96	1986-92	Design, update and construction
Type 500 (2) Intermediate SAR Cutter	22	1986-90	Redesign and construction
			Design and construction

Item Description	Approximate Cost (Millions)	Anticipated Program Period	Remarks
Type 400 (3) SAR Cutter	9	1986-90	Construction
Type 300 (2) Small SAR Cutter/ Ice-Strengthened	7	1987-91	Design and construction
<i>Mid-Life Modernization, (MLM) Life Extensions (LE) & Dockings</i>			
J.A. MacDonald (Type 1200)	4.5	1986-87	LE (Life extension)
SIMCO (Type 1000)	4.0	1986-87	LE
PROVO WALLIS (Type 1000)	4.0	1987-88	LE
BARTLETT (Type 1000)	9.0	1987-89	MLM (mid-life modernization)
L.S. St. Laurent (Type 1300)	45.0	1987-90	MLM
Nicolet (Type 1000)	4.5	1986-87	MLM
Bernier (Type 1100)	7.8	1986-88	MLM
N. MCL. Rogers (Type 1200)	8.8	1987-89	MLM
Griffon (Type 1100)	7.8	1988-90	MLM
TRACY (Type 1000)	4.5	1987-88	MLM
<i>Refit and Dockings</i>			
Sequential Dockings	30	1986-88	Proposed marine procurement for National Defence
Algonquin Refit	30	1986-88	
Provider Docking	7	1986-87	
MacKenzie Refit	20	1986-87	End of Multiship A
Columbia Docking	2	1987	
Nipigon Docking	3	1988	
Chaudière Docking	2	1988	
Auxiliary Vessels	12		
<i>Mid-life Modernization Life Extensions & Dockings</i>			
CSS Hudson	8	Nov. 86/ June 87	Split refit
FPV Chebucto	3	Aug. 86/ Sept. 86 Jan. 87/ March 87	Split refit
FPV Tanu	4	Nov. 86/ Feb. 87	
<i>New construction (Replacement Vessels for)</i>			
FRV E.E. Prince (38m - 50m)		1987-89	Size not yet determined
CSS Dawson (Class II) (74m)	26	1989-92	
CSS Maxwell (51.25m)	13	1988-90	
CSS Richardson (25m)	2.5	1987-88	
CSS Bayfield (51.25m)	13	1988-90	

Item Description	Approximate Cost (Millions)	Anticipated Program Period	Remarks
Bay Class Inshore/Nearshore Fisheries Patrol Vessels (25m)	2	1987-90	A class of 3 ships
Reef Class Inshore Fisheries Patrol Vessel (17m)	1	1987-90	A class of 6 vessels
FPV Arrow Post (25m)	2.5	1989-90	
A large fisheries Research Vessel (72m)	26	1987-90	
Launches (6m - 13m) and Program Platforms	8	1987-92	Total of 56 launches
11. Tactical Command Control and Communications System (TCCCS) The TCCCS Project's objective is to provide the Canadian Land Forces with a secure, survivable, flexible, integrated and responsive battlefield information and communications system. Present planning is based on the phased implementation of eight sub-projects, starting 1990/91 and ending 2000/01.	2,000	1985-95	Proposed electronic equipment for National Defence
12. Infra-Red Search and Target Designation (IRSTD) Project The IRSTD project is a system development project and is jointly shared between U.S. Navy, DND and DRIE. The system, when developed, will be a passive search, detection, designation and tracking system.	85	1985-88	Proposed electronic equipment for National Defence
13. Low Level Air Defence (LLAD) This project involves the procurement of a Low Level Air Defence capability to defend Canadian Forces assigned to NATO. The contract award for the LLAD was publicly announced on June 17, 1986, to Oerlikon-Bührle Machine Tool Works.	600	1985-90	Proposed electronic equipment for National Defence
14. North Warning System (NWS) The North Early Warning System (NWS) is part of the North American Air Defence Modernization Plan and consists of replacing the Distant Early Warning (DEW) systems with new radars and communications equipment.	660	1985-90	Proposed electronic equipment for National Defence
15. Radar Modernization Project (RAMP) Equipment purchased under this project will replace the existing terminal and secondary radar network in use at Department of Transport airports.	670	1985-90	Proposed electronic equipment for Transport Canada
16. Microwave Landing System (MLS) The MLS will replace the existing Instrument Landing System (ILS) with state-of-the-art equipment capable of handling increased Air Traffic beyond the year 2000.	290	1985-90	Proposed electronic equipment for Transport Canada
17. Flight Data Processing Modernization Project (FDPMP) The FDPMP will provide (A) automatic processing and transfer of flight data between all Air Traffic Services (ATS) facilities and users; (B) Provide Air Traffic Control (ATC) with an automatic tool to support direct, random routings; and (C) provide strategic conflict prediction and resolution.	240	1985-90	Proposed electronic equipment for Transport Canada
18. Control and Performance Monitoring System (CPMS) The CPMS project will provide hardware systems to develop and introduce remote control monitoring and diagnostic appraisal of performance as a major factor in maintenance of electronic systems and equipment servicing in the Aerospace Industry.	210	1985-90	Proposed electronic equipment for Transport Canada

Item Description	Approximate Cost (Millions)	Anticipated Program Period	Remarks
19. Flight Service Station Modernization Project (FSSMP) FSSMP will comprise a number of integrated projects designed to modernize electronic facilities which will resolve long-standing labor intensive areas associated with the present system. In addition, it will also make provision for electronic display and storage of aeronautical information, provide pilot, self-briefing systems, plus automatic weather observing and reporting systems.			Proposed electronic equipment for Transport Canada
20. Aeronautical Information Processing System (AIPS) This AIPS project will provide microprocessors and monitors distributed to each designated site, plus large data base processors which will be located at each Area Control Centre (ACC). Real time sensor derived data (such as local weather condition) will be displayed by local site processors. Each local system will be on-line and connected via land line network to the regional Aviation Weather Processing system and Aeronautical Information Processing computer in the appropriate ACC.	130	1985-90	Proposed electronic equipment for Transport Canada
21. Interfacility Communications Network Project (INCP) Interfacility systems provide voice and data communications between major facilities such as Air Traffic Area Control Centres (ACC), Terminal Control Units (TCU), Flight Service Stations (FSS) and Towers and internationally with USA, Europe, Iceland and Greenland.	205	1985-90	Proposed electronic equipment for Transport Canada
22. Navaids The project is for the acquisition of various Ground Based Navigational Aid Systems such as Distance Measuring Equipment (DME); VHF Omni Directional Ranges, Remote Maintenance and Monitoring Systems; Emergency Power Units, etc.	40	1985-90	Proposed electronic equipment for Transport Canada
23. Vessel Traffic Management System (VTMS) This VTMS project will provide an additional, improved Traffic Management Systems to be installed in designated areas across Canada for the Department of Transport.	50	1986-96	Proposed electronic equipment for Transport Canada
24. VHF DF Direction finding equipment, navigation aids to be installed at ground locations for civil air navigation.	40	1985-87	Proposed electronic equipment for Transport Canada
25. Modular Aeronautical Communications Switch (MACS) MACS is part of the Canadian Airspace System Plan (CASP). When installed it will upgrade flight service centres and control tower capability.	30	1985-89	Proposed electronic equipment for Transport Canada
26. Province of Alberta Communications Systems (PACS) Fixed, mobile and portable radio system for the RCMP in Alberta.	15	1986-90	Proposed electronic equipment procurement for the Royal Canadian Mounted Police
<i>Police Communications Systems</i>			
Quebec	8	1987-92	
Eastern and Northern Ontario	2.5	TBA	
National Capital Region	1.5	1986-87	
Digital Voice Security SOCS & NRC	3.2	1986-87	
B.C. Lower Mainland	3	TBA	
New Brunswick	1.5	1986-87	
Gander	1.5	1987	
Digital Voice Security	13.7	1987-92	

Item Description	Approximate Cost (Millions)	Anticipated Program Period	Remarks
27. Remote Environmental Data Acquisition (READAC) The Atmospheric Environment Service (AES) of the Department of Environment (DOE) has developed a Remote Environment Data Acquisition (READAC) system for the collection and processing of meteorological information. The departments of National Defence and Transport each have requirements for such systems in various quantities and configurations. A joint procurement of 108 systems to meet the three departments' initial requirements over the next five years is being staffed. Future requirements are projected to increase the number of systems by a further 300 systems.	80	1987-92	Proposed electronic equipment for Environment Canada
28. Personal Alarm and Security System (PASS) The PASS system will be installed in both base stations and mobile units which will enable customs officials to call for help when they encounter aggressive border crossers.	20	1985-89	Proposed electronic equipment for Revenue Canada
29. Automatic Weather Distribution System This project is jointly funded by U.S.A.F. and DRIE. The system will be used to process and disseminate weather data and information on U.S.A.F. bases and facilities.	40	1985-87	Proposed electronic procurement for Canadian Commercial Corporation
30. Digital UHF ECCM Radio (DUER) This project is jointly funded by the U.S. Army and DRIE. The radio is expected to replace the existing U.S. Army inventory of AN/GRC-103 systems.	16.2	1986-88	Proposed electronic procurement for Canadian Commercial Corporation
31. Main frames (4-6 IBM, compatible systems)	30	December 86	Proposed procurement for Supply and Services (ISD)
32. Direct Access Storage Devices	5		Proposed procurement for Royal Canadian Mounted Police
33. EDP professional services standing offers (Informatics)	200		Request for proposals 1987/88 and 1988/89
34. Keyboard standing offers (covers, word processors, electric and electronic typewriters and microcomputers used for word processing)	28		
35. Provision of Data Entry Services on a nationwide basis for a period of five years for Revenue Canada, Customs and Excise.	20		Request for proposals
36. Provision of facility management services utilizing an IBM compatible mainframe computer system dedicated for use by Revenue Canada, Customs and Excise for a period of five years.	5-10		Request for proposals

Supply and Services Canada Makes it Easier to Do Business



Supply and Services Canada (SSC) has a new program to improve federal contracting opportunities for small businesses. This program is the result of a review of procurement policies and practices in consultation with small businesses and their associations. The elements of this program include improved access and communications, simplified procedures and reduced costs.

Improved Access and Communications

Improved access means removing roadblocks wherever possible. The major roadblocks are lack of information and competitive disadvantage. The objectives for the program are to ensure that small businesses are more aware of the opportunities that exist and to make it easier for small businesses to compete by improving competitive contracting.

Periodic information bulletins, such as **Update** will be sent to all suppliers, and there will be a number of other communications initiatives. The *supplier seminars* will continue to brief companies on how to do business with the federal government and the *procurement outlook conferences* will give the industry advance notice of future government requirements.

A single sales directory will list the goods and services purchased by SSC in different parts of the country.

Regional Small Business Weeks will be organized in all areas of the country. These events will put suppliers and potential suppliers together with local procurement officers. The officers will talk about the particular goods and services purchased in each region and the suppliers can learn where to go and whom to contact for answers to their questions about selling to the government.

Simplified Procedures

SSC now has a simplified, one-step registration procedure. This enables new applicants to go to any SSC office and register on source lists for both that region and at the national level.

There is also a new short-form contract for simple procurements, which covers about 85% of all transactions with SSC. It has 10 clearly-written clauses on one page instead of the nine sets of general conditions and eight sets of supplementary conditions (339 clauses) which used to be the case. Even for the more complex purchases, a standard 20-clause contract is being developed, to which supplementary conditions can be added, but only as required.

In-house, there are more things being simplified. The use of the new 10-clause contract is being expanded as is the range of low-dollar value purchases which can be purchased using simple methods. Contract coding is being changed to improve the data base on small business performance and to identify more regional opportunities.



Reduced Costs

Cost reduction is another major element of the new program. Eliminating unnecessary paper burden will reduce the cost of dealing with the government but other steps will help reduce the financial risk to businesses.

The government will now accept responsibility for all foreign exchange

rate fluctuations greater than \$500 on imports delivered within 180 days after a contract is awarded. Previously, suppliers had to absorb this risk.

Cash flow is very much a concern to small businesses. The government has a number of policies to help with this concern which will be promoted more vigorously. These include the availability of progress payments on certain contracts, contract holdbacks which can be as low as 10% instead of 25%, and prompt, automatic payment of interest on overdue accounts.



Other Measures for Small Business

Other elements of the government's program include:

- SSC procurement groups to seek out areas with the best potential for small business, develop marketing strategies and provide planning guides for other procurement officers to identify opportunities;
- Improved source-listing procedures that will make it easier for potential suppliers to qualify as bidders;
- A better means to identify subcontracting opportunities for small businesses;
- A sub-committee on Procurement/Sub-contracting reporting to the Minister of Supply and Services as well as the Minister of State for Small Business;
- Opportunities for small businesses to form consortia and participate in joint ventures for large-contract bidding.

Overview of Initiatives under the Small-Business Program

Improved Access

- ✓ Enhanced communications with small business
- ✓ Sales directory
- ✓ Regional small-business week
- ✓ Specialized procurement groups
- ✓ Market strategy and planning guide
- ✓ Source-listing procedures
- ✓ Consortia/joint ventures
- ✓ Sub-contracting
- ✓ Small-business advocacy (DRIE committee)

Simplification

- ✓ One-step sourcing registration
- ✓ Short-form contract
- ✓ Housekeeping measures

Reduced Costs

- ✓ Foreign exchange-rate fluctuations
- ✓ Progress payments/holdbacks
- ✓ Prompt payment

Simplified Contract Numbers Introduced at SSC



A new numbering system has been introduced for contracts and standing offers to eliminate confusion and reduce the quantity of numbers required. For example, invoices and statements need now only refer to a 15-character number which includes requisition as well as contract numbers.

The old numbering system may continue to appear on some old contract amendments. But, under the new system, contractors quoting the complete number can be assured that payments will not be delayed because of identification problems.

FST Changes Will Not Penalize Businesses

Departmental policies will ensure that businesses will not be unfairly penalized by changes to the federal sales tax (FST) announced by the federal Minister of Finance.

In the last federal budget, the Minister of Finance announced increases in the FST of 1%. The modified rates (8% for construction materials and equipment for buildings, 15% for alcoholic beverages and tobacco, 12% for other taxable goods) replace those previously in effect.

SSC policy provides for price adjustments where FST changes are announced after the submission of a bid. The department may also consider price adjustments:

- where the request for proposal refers to a specific amount or rate for FST;
- where, in a negotiated price contract, the contractor can establish that both parties have determined a stated rate of FST; or
- when the delivery date or the date on which title to the goods has been changed due to causes beyond the control and without the fault and negligence of the contractor, thereby affecting the rate of FST due.

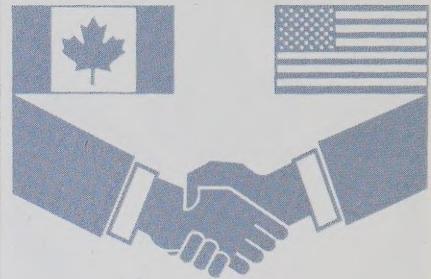
New Contract Opportunities Opened in United States

New contract opportunities should be open to contractors in both Canada and the U.S. in the field of strategic technology.

Better and more equitable access to unclassified strategic technical data has been negotiated for contractors through a memorandum of understanding which was signed between Canada and the United States in December, 1985. The agreement also pledges each government to develop the controls necessary to protect the information exchanged.

A system for certifying eligible contractors, the Joint Certification Program, has been developed between the two countries. This will benefit Canadian defence and high-technology industries which will continue to have access to Department of Defence (DoD) controlled strategic data. These industries will be able to:

- Bid on DoD contracts which specify the release of technical data only to certified contractors;
- Attend restricted-access meetings where DoD-sponsored scientific and technical papers are presented;



- Obtain a freer access to DoD-controlled technologies which could stimulate both their military and commercial R&D efforts.

Canadian contractors wishing to obtain additional information on the Joint Certification Program are invited to direct inquiries to the Canadian representative at the Joint Certification Office:

U.S.-Canada Joint Certification Office
Defence Logistics Service Centre
Federal Centre
Battle Creek, Michigan, U.S.A.
49017-3084

Outlook Conferences Slated for 1986-87

Industry has identified the importance of advance notice of government requirements for its planning, marketing, research and development activities. SSC has responded to this need with Procurement Outlook Conferences which forecast federal government requirements and provide a

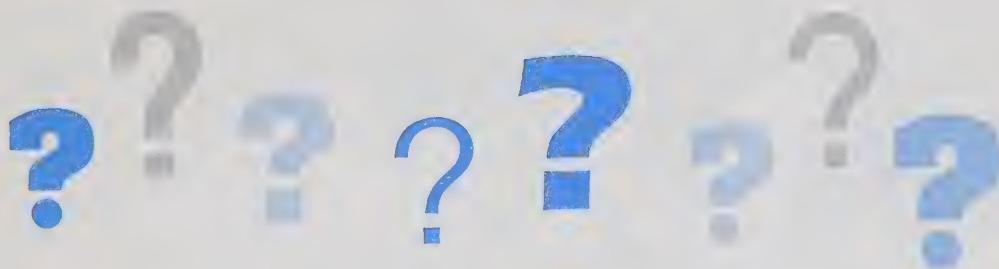
forum for feedback and sharing of ideas between industry and government.

A number of Procurement Outlook Conferences are planned for 1986-87 with the format following that of previous years.

1986-87 Procurement Outlook Conferences

Location	Sector	Date	SSC Contact for Information
Ottawa (Delta Ottawa Hotel)	Shipbuilding, Ship repairing and Associated Electronics (semi-annual general meeting).	Nov. 26, 1986	Gray Furlong (819) 997-5970
Ottawa (address to be finalized)	Aerospace Electronics Commodities (in conjunction with AIA semi-annual general meeting).	April 1987	Jim Hester (819) 997-6216
Toronto	Electronics and Communications Systems (in conjunction with IEEE Conference).	December 1987	Don Cameron (819) 997-5970

Well, You Wanted to Know. . .



From time to time, **Update** will publish answers to the most frequently asked questions on government procurement policy. If you have a question, we encourage you to send it to us, care of the Editor, **Update**.

What is the federal government's policy on Buy-Canadian?

In general, Canadian-based companies have top priority. SSC promotes a buy-Canadian policy by restricting bids to Canadian-based suppliers where adequate competition exists and where permitted under GATT obligations. SSC also accepts a premium of up to 10% of the difference in foreign content of two competing bids in favour of the source with the greater Canadian content.

How do you obtain contract price information?

SSC policies on the release of contract price information are governed by the terms of the Access to Information Act. It provides that information

which could result in material financial loss or gain or prejudice to competitive position should not be released.

As a general rule, SSC can provide the names of the successful bidders and the total value of the awarded contract or standing offer. However, it cannot provide a detailed price breakdown without the written approval of the third party concerned. The Privacy Act may also apply in cases involving bidders who are individuals. Further details should be obtained through the department's Access to Information office.

What is a standing offer and how is it different from a contract?

A standing offer is an offer from a potential supplier for goods and/or services under specific terms and conditions, including price. There is no obligation for the government to order the estimated quantity or make use of the service; the contractor simply

agrees to provide it at a fixed rate for a specified period, and the government can 'call-up' that product/service during that period.

A contract is a binding agreement to provide specified goods and/or services under specific conditions, including price. It usually involves five basic elements to make it enforceable including, an offer and acceptance with sufficient certainty of terms, the intent to contract, consideration, the capacity to contract (of the firm and the Crown) and the legality of the proposal.

Does the federal government have a policy concerning the regional allocation of contracts?

Yes, it is called the Area Buy Policy. This policy requires the various SSC regional supply centres to obtain bids only from within specific geographic areas in which the product/service is to be used. This policy is subject to competition, service and economical considerations.

Government Payment Policy Explained

Federal government policy specifies that accounts be paid within 30 days. On any accounts more than fifteen days overdue, interest will be paid to suppliers automatically.

This policy applies within 30 days of either the date on which acceptable goods or services are received or the date on which the proper invoice and supporting documentation are received by the contracting officer, whichever is later.

The interest policy has a number of other terms and conditions:

- Interest will be paid automatically only where the government is the cause for the delay. The amount of the interest will be shown separately on the cheque stub or accompanying remittance advice except in the case of urgent cheque requisitions. In these cases, a separate cheque for interest will be sent.

- Interest will not be paid on an interim basis and there will be no interest paid on outstanding interest charges.
- Where interest is due, it will be paid from the day after the due date to the day prior to when the payment is issued.
- The rate of interest is the bank rate in effect at the opening of the business day when the invoice is paid, plus one and one-quarter percent.
- Interest will be calculated by multiplying the amount by the applicable interest rate times the number of days outstanding divided by 365 days of the year.

New Location for Bid-Receiving Unit

The Bid-Receiving Unit of Supply and Services Canada will be relocating effective November 3, 1986. At that time, it will be open for business in the Main Lobby, Core 0A1, Place du Portage, Phase III, Hull, Québec.

Specific information will follow in a separate **Notice to Suppliers** which will be included in all bid solicitation sets. However, more information can be obtained by calling Supplier Relations at (819) 997-2686.

Doing Print Business With the Federal Government



New and more efficient purchasing techniques are being adopted by the Canadian Government Printing Service of SSC to reduce standing offer contract complexities and paper burden.

Large multi-purpose standing offer contracts are being broken down into narrower, more manageable commodity segments. This permits a wider and more equitable distribution of work among potential suppliers and a greater number of business opportunities to small printing businesses.

A new combination standing offer/order form/invoice has also been developed which should produce 10,000 FEWER pieces of paper to handle in the current fiscal year. The new streamlined procedures also ensures more rapid payment of invoices.

The CGPS has also developed a Printing Electronic Bulletin Board (PEBB) to give printers with electronic communications capabilities access to federal government business opportunities. This innovation supplements the manual printing boards currently located in Winnipeg, Toronto, Ottawa, Montréal, Québec and Halifax. Both the PEBB system and the manual boards are updated daily.

Inquiries about doing print business with the federal government should be addressed to Director, Canadian Government Printing Services, Room 3132, National Printing Bureau Building, 45 Sacré-Coeur Blvd, Hull, Québec, K1A 0S7.

\$100 For Policy Amendments Subscription

Amendments to the revised **Supply Policy Manual** are available on a subscription basis for \$100 a year in Canada and \$120 outside of the country. These amendments are issued to all subscribers monthly.

The manual itself is available in Canada at a cost of \$250 per set (previous editions were priced at \$675) and \$300 outside of Canada. The manual provides a comprehensive overview of general policies, guidelines and essen-

tial procedures applied to contracting in SSC. It consists of 12 volumes structured to follow the distinct chronological phases of the procurement cycle.

Copies may be ordered by completing the attached order form and returning it to:

Canadian Government Publishing Centre
Ottawa, Canada
K1A 0S9

ORDER FORM

Please send me _____ copies of the **Supply Policy Manual** (bilingual at \$250 per set in Canada. (Other countries, \$300 Can.) Cat. No P26-1-1984)

I wish to subscribe to the amendment service for the **Supply Policy Manual**. I require _____ subscriptions at \$100 per subscription annually. (Other countries \$120 Can.)

Payment may be made by:

- Enclosed cheque/money order in the amount of \$ _____
(All cheques/money orders must be made payable to the Receiver General for Canada.)

Card No.

Expiry Date

Bank Signature

Visa

Master Card

Employment Equity Introduced in Federal Contracting

Commencing in September, 1986, suppliers wishing to bid on contracts valued at more than \$200,000 will have to demonstrate a commitment to implement employment equity by signing a certificate of commitment and including it with their bid. This new policy applies to all suppliers unless the vendor is a small business (less than 100 employees).

This new policy is part of the federal government's strategy to promote equality in employment for women, native peoples, visible minorities and the disabled.

An important consideration in the development of the program has been avoiding unnecessary administrative procedures. The Canada Employment and Immigration Commission (CEIC) has developed guidelines to assist companies to review their employment practices and policies and to determine appropriate measures to ensure equal opportunity for the labour force.

Contact the employment equity consultant at the nearest CEIC regional office for further information or a copy of the required Certificate of Commitment. Following is a list of these centres:

Newfoundland
167 Kenmount Road
P.O. Box 12051
St. John's, Newfoundland
A1B 3Z4
Phone (709) 772-2295

Prince Edward Island
85 Fitzroy Street
Charlottetown, Prince Edward Island
C1A 1R6
Phone (902) 566-7677

Nova Scotia
1888 Brunswick Street
P.O. Box 2463
Halifax, Nova Scotia
B3J 3E4
Phone (902) 426-6974

New Brunswick
565 Priestman Street
P.O. Box 2600
Fredericton, New Brunswick
E3B 5V6
Phone (506) 452-3779

Québec
1441 St. Urbain Street
3rd Floor
Montréal, Québec
H2X 2M6
Phone (514) 283-7161

Sixty-Office Network of SCC Regional Offices

Ontario

264 Adelaide Street East
Main Floor
Toronto, Ontario
M5A 1N1
Phone (416) 973-3755

Manitoba

Eaton Place
710-330 Graham Avenue
Winnipeg, Manitoba
R3C 4B9
Phone (204) 949-4547

Saskatchewan

2101 Scarth Street
Room 400
Regina, Saskatchewan
S4P 2H9
Phone (306) 780-5258

Alberta

9925-109th Street
Edmonton, Alberta
T5K 2J8
Phone (403) 420-2393

British Columbia

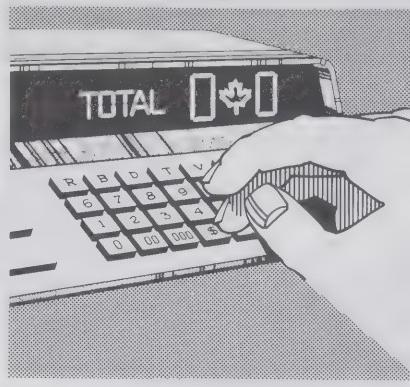
1055 West Georgia Street
P.O. Box 11145
Vancouver, B.C.
V6E 2P8
Phone (604) 666-6569

New Opportunities in Free Trade Negotiations

New market opportunities and more consistent trade rules are some of the benefits that could accrue through the free trade negotiations now underway between Canada and the United States.

A key part of the negotiating package is government procurement. The basic goal is to find ways to open up new markets for Canadian and American suppliers competing for government business on both sides of the border. However, mutual advantage is an important part of this process; it must be a good deal or it will not be any deal.

A senior SSC officer has been assigned to the negotiating team under our chief negotiator, Simon Reisman. The department will be the main supplier of procurement data for our negotiating team and will also advise on certain practices which have impeded Canada's access to U.S. government business.



Supply and Services Canada now serves clients on site, at the regional level, through a network of 60 offices in Canada and overseas. Four regional directors general manage SSC operations through offices in Calgary, Ottawa, Montréal and Halifax, reporting to an integrated management team in Ottawa headquarters. Because of this regional network, SSC is buying more and more regionally . . . close to \$1.5 billion in 1985-86. This policy will continue in 1986-87.

These offices are not the only element of regional policy. Last year, 67 supplier seminars were presented across the country, 18 of them jointly with provincial government procurement agencies. These seminars focussed on how to do business with the federal (and provincial) government.

Regional does not mean just major regional centres like Vancouver, B.C. or St John's, Newfoundland. It also means Yellowknife, NWT; Marysville, Newfoundland; Val D'Or, Québec; Sault Ste Marie, Ontario; Brandon, Manitoba; Medicine Hat, Alberta; and Prince Rupert, B.C. Over 8,500 suppliers participated in this process of which only 38% were companies previously listed as suppliers and 43% indicated interest in submitting applications for source listing.

While 85% expressed satisfaction with the format and content of the seminars, there was considerable interest in learning about tangible business opportunities. SSC has responded to this need with the *local requirements outlook briefing*. These will be regional meetings involving local suppliers on an industry sector basis with regional representatives of SSC and other federal government departments.

Specific details of each session will be advertised in your local newspaper. But, individual consultations, basic information on doing business with

the federal government and information about purchasing requirements by the actual departmental clients will be part of the process.

For further information, you may contact any of these regional operations managers:

Atlantic Region Directorate

Director General:

John Hammond
Atlantic Region Directorate
Supply and Services Canada
P.O. Box 2252
Ralston Bldg., 6th floor
1557 Hollis Street
Halifax, Nova Scotia B3J 3C8
Tel.: (902) 426-9333

Director of Supply:

(Atlantic Region)

Gilles Girard
Atlantic Region Supply Centre
Supply and Services Canada
Burnside Industrial Park
2 Morris Drive
Dartmouth, Nova Scotia B3B 1S6
Tel.: (902) 426-2651

Director of Services:

(Atlantic Region)

Eugène Léger
Atlantic Region Services Branch
Supply and Services Canada
P.O. Box 1659
Ralston Bldg., 6th floor
1557 Hollis Street
Halifax, Nova Scotia B3J 3Z9
Tel.: (902) 426-9327

Québec Region Directorate

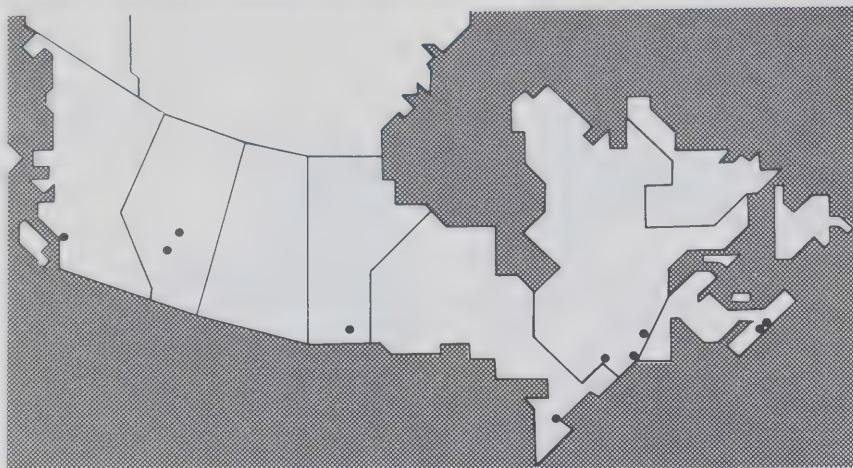
Director General:

Pierre Comeau
Québec Region Directorate
Supply and Services Canada
3rd Floor, East Tower
Guy Favreau Complex
200 Dorchester Blvd. W.
Montréal, Québec H2Z 1X4
Tel.: (514) 283-1310

Director of Supply:

(Québec Region)

Raymond Lacombe
Québec Region Supply Centre
800 Golf Road
Nuns' Island
Montréal, Québec H3E 1G9
Tel.: (514) 283-5721



**Manager of Services:
(Montréal)**

Normand Couture
Montréal District Services Office
Supply and Services Canada
Third Level, East Tower
Guy Favreau Complex
200 Dorchester Blvd. W.
Montréal, Québec H2Z 1X4
Tel.: (514) 283-6156

**Manager of Services
(Québec)**

Gaston Boucher
Québec District Services Office
Supply and Services Canada
1040 Belvedere Avenue
Québec, Québec G1S 4N1
Tel.: (418) 648-4547

Central Region Directorate

Director General:
André Fournier
Central Region Directorate
Supply and Services Canada
Place du Portage, Phase III, 7A1
11 Laurier Street
Hull, Québec K1A 0S5
Tel.: (819) 997-5757

**Director of Supply:
(Capital Region)**

Bernie McLean
Capital Region Supply Centre
Supply and Services Canada
1010 Somerset Street W.
Ottawa, Ontario K1A 0T4
Tel.: (613) 992-4914

**Director of Supply:
(Ontario Region)**

Grant Westcott
Ontario Region Supply Centre
Supply and Services Canada
Suite 2000
295 The West Mall
Etobicoke, Ontario M9C 5A4
Tel.: (416) 626-4661

**Director of Services:
(Central Region)**

Gaétan Lafrenière
Central Region Services Branch
Supply and Services Canada
King Edward Building, 3rd Floor
350 King Edward Avenue
Ottawa, Ontario K1A 0S5
Tel.: (613) 992-2556

Western Region Directorate
Director General:

John Corr
Western Region Directorate
Supply and Services Canada
Room 584, 200 4th Ave. S.E.,
Harry Hayes Bldg.,
P.O. Box 2950, Station M
Calgary, Alberta T2P 4C3
Tel.: (403) 292-4582

**Director of Supply and Services
(Manitoba Region)**

Ron McKinnon
Manitoba Region Supply Centre
Supply and Services Canada
100 Otter Street
Winnipeg, Manitoba R3T 0M8
Tel.: (204) 949-6111

**Director of Supply:
(Western Prairie Region)**

Tom Simper
Western (Prairie)
Region Supply Centre
Supply and Services Canada
15508 - 114 Avenue
Edmonton, Alberta T5M 3S8
Tel.: (403) 420-3704

**Director of Supply:
(Pacific Region)**

George Suffidy
Pacific Region Supply Centre
Supply and Services Canada
12171 Horseshoe Way
Richmond, British Columbia V7A 4Z6
Tel.: (604) 272-9001

**Director of Services:
(Western Region)**

Bill Clark
Western Region Services Branch
Supply and Services Canada
Suite 805, Cornerpoint Bldg.
10179 - 105 Street
Edmonton, Alberta T5J 3N1
Tel.: (403) 420-4001

Equal Time Proposed in Bid Closings

The need to ensure that suppliers across the country have equal time to respond to competitive bid solicitations is an important element of SSC policy.

A number of changes in policies and practices have been made recently to make more equitable the impact of bid closing times. These include:

- Introduction of coloured envelopes on a pilot project basis to make SSC bid solicitation documents more identifiable;
- An electronic bulletin board in the printing field to notify potential bidders of printing requirements;
- Acceptance of bid responses by facsimile transmission in addition to mail, telex, telegraph, courier and by hand;
- An increase to \$25,000 for bids solicited by telephone; and
- An increase in the dollar value for acceptance of bid responses by telephone to \$5,000 and \$10,000 for competitive and non-competitive bids respectively.

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Un réseau de 60 bureaux pour vous servir . . .



Équité en matière d'emploi

En vertu de ce programme, les biens et de services d'une valeur supérieure à 200 000 \$ ne seront, à partir de septembre 1986, envoyés qu'aux fournisseurs qui se connaissent aux exigences d'un programme, à moins qu'il s'agisse d'une petite entreprise. Ainsi, les entreprises compariant 100 employés et plus qui soumissionnent pour ces marchés devront signer un contrat pour laquelle elles s'engagent à mandater à éviter les procédures admis- tratives inutiles. A cet égard, la Commission de l'emploi et de l'imi- gration du Canada (CEIC) a élaboré des lignes directrices pour aider les entreprises à reviser leurs pratiques et politiques en matière d'emploi et à assurer l'accès à l'emploi aux membres des minorités susmen- tes. Pour obtenir une copie de l'Attestation d'engagement que vous devrez signer, veuillez nous adresser au conseiller ou plus de renseignements sur ce sujet.

Le programme a été conçu de sorte à déterminer les mesures à prendre pour assurer l'égalité d'accès à l'emploi aux membres des groupes sousmentionnés. Pour obtenir une copie de l'Attestation d'engagement que vous devrez signer, veuillez nous adresser au conseiller ou plus de renseignements sur ce sujet.

Terre-Neuve 167, chemin Kemptount C.P. 12051 St. John's (Terre-Neuve) A1B 3Z4 Tél. : (709) 772-2295

Île-du-Prince-Édouard 85, rue Fitzroy Charlottetown (Île-du-Prince-Édouard) C.I.A. 1R6 Tél. : (902) 596-7677

Nouvelle-Écosse 1888, rue Brunswick C.P. 2463 Halifax (Nouvelle-Écosse) B3J 3E4 Tél. : (902) 426-6974

Les services d'imprimerie du gouvernement canadien (SICG) ont aussi créé le « tableau d'affichage électronique des produits d'imprimerie » dans le but d'informier davantage les citoyens canadiens sur les marchés que leur offre chaque jour le secteur public. Pour les imprimeurs qui disposent de la capacité de communication électronique, ce tableau communiqué une fois par jour les informations d'affichage convenues d'est pas toujours facile en raison de leur complexité et leur grande taille. En effet, les tableaux d'affichage connexes sont également géographiques. En ville, il est possible de trouver une des informations ou de trouver une autre dans les villes voisines : « Winnipeg », « Toronto », « Montréal », « Québec » et « Halifax ». Pour toute demande de renseignement concernant les marchés d'imprimerie de l'Est, utilisez communiquer avec le directeur des Services d'imprimerie du gouvernement canadien, Marie du cycle d'approvisionnement. Il La version révisée du Guide de la politique tarifs à la base

des cours de l'année financière 1986-1987. Le nombre de documents à traiter au permis de réduire d'environ 10 000 fois de bon de commandé et de faciliter. Ce nouveau document qui sera un nouveau document qui sera à la disposition des imprimeurs à aussi élaboré maintenir. Le ministre a aussi été chargé de déterminer les offres permanentes. Les imprimeurs peuvent toucher l'achat de services d'estimation touche à la vente de services d'imprimerie via les méthodes simplifiées et informatiques mises en place par le gouvernement fédéral et de planification, de traitements de engagements en vertu d'offres permanentes. En effet, le gouvernement fédéral a simplifié et informatise ses méthodes d'estimation touche à la vente de services d'imprimerie moyennant d'alléger le processus de négociations en vertu d'offres permanentes. En effet, le gouvernement fédéral a simplifié et informatise ses méthodes d'estimation touche à la vente de services d'imprimerie moyennant d'alléger le processus de négociations en vertu d'offres permanentes. En effet, le gouvernement fédéral a simplifié et informatise ses méthodes d'estimation touche à la vente de services d'imprimerie moyennant d'alléger le processus de négociations en vertu d'offres permanentes.

Les marchés d'imprimerie

BON DE COMMANDE

Numer											Date d'expiration	Bandue	Signature
													

- Je désire m'abonner au service de modifications. Prière d'ajouter mon nom sur votre liste pour _____ abonnement(s) au coût de 100 \$ par année (120 \$ à l'extérieur du pays).
 C.P. 12051
 167, chemin Kemptown
 St. John's (Terre-Neuve) A1B 3Z4
 Tel. : (709) 772-2295
 St. John's (Terre-Neuve)
 C.P. 12051
 167, chemin Kemptown
 St. John's (Terre-Neuve) A1B 3Z4
 Tel. : (709) 772-2295
 St. John's (Terre-Neuve)
 C.P. 12051
 167, chemin Kemptown
 St. John's (Terre-Neuve) A1B 3Z4
 Tel. : (709) 772-2295
 St. John's (Terre-Neuve)

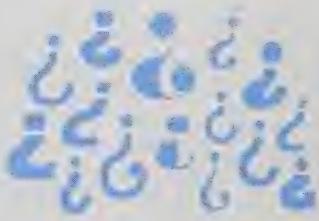
Dans l'air . . .

Les sera indigüe sur le talon de chéque ou sur le bordereau de paie-
ment qui accompagne le chéque,
sauf dans les cas d'urgence dans
lesquels le paiement des intérêts est
émis pour le paiement des intérêts.
L'intérêt est calculé à partir
du lendemain de la date d'échéance
jusqu'au jour précédent la date
de l'émission du chéque de paie-
ment. Le taux d'intérêt versé doit être le
taux d'émission du chéque de paie-
ment. L'ouverture de la banque la journée
à laquelle le montant est versé, plus
la somme due par le taux applica-
ble (voir le paragraphe e) et par le
nombre de jours de retard exprimé
en fraction d'une année, c'est-à-
dire sur le dénominateur de 365.

- Des intérêts sont versés automatiquement : suavant les versements suivants ;
 - Pour les contrats émis depuis le 1er avril 1986, des intérêts sont autorisés malgré l'augmentation versée sur les cotisations passées dès depuis 15 jours. Les intérêts sont versés suivant les conditions de versement suivantes :
 - Des intérêts sont versés automatiquement ;
 - Gouvernement suit toutes les conditions du contrat sur tous les montants impayés et ce, à partir du quinzième jour passé la date d'échéance du contrat, mais seulement lorsqu'il le gouvernement est responsable du retard. Le montant des intérêts versés au bénéfice de la partie défaillante est limité à 30 jours de retard.

En souffrance

Vous voulez savoir?



Colloques sur les perspectives d'achats en 1986-1987

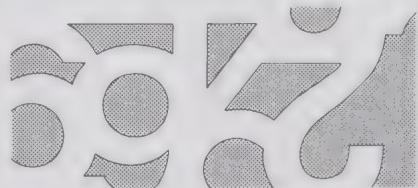
Colloques sur les perspectives d'achats en 1986-1987				
Emdroit	Secteur d'activité	Date	Renseignements	Ottawa Delta)
Endroit	Construction navale, radars de navires et systèmes électroniques de navigation	26 nov. 1986	Gray Fulton (819) 997-5970	Hotels Delta)
Ottawa	Constructions navales, radars de navires et systèmes électroniques de navigation	26 nov. 1986	Gray Fulton (819) 997-5970	Hotels Delta)
Edmonton	Équipement aérospatial et électronique (dans le cadre de la réunion générale semestrielle)	avrill 1987	Jim Hester (819) 997-6216	(endroit à confirmer)
Ottawa	Équipement aérospatial et électronique (dans le cadre de la réunion générale semestrielle)	avrill 1987	Jim Hester (819) 997-6216	(endroit à confirmer)
Toronto	Systèmes électroniques et de communication (dans le cadre de la conférence du IEEE)	décembre 1987	Don Cameron (819) 997-5970	Toronto

Colloques de 1986-1987



canado-américaine
Collaboration

Nouveaux codes sur les
contenants et les offres
permanentes



Taxe de vente fédérale

Collègues de 1986-1987	
Endroit	Secteur d'activité
Ottawa	Construction navale, radoubes de navires et systèmes électroniques commerciaux (Reunions générales des semestrielles)
(Hôtel Delta)	Equipement aérospatial et électronique (dans le cadre de la réunion annuelle à Ottawa)
Ottawa	Constructions aéronautiques (en droit à confirmer)
Toronto	Systèmes électroniques de communication (dans le cadre de la conférence de l'AIA)

Sommaire du Programme d'initiatives pour la petite entreprise

- Formation au sein d'ASC de groupes d'achats qui feront un relève des secteurs qui présenteront les meilleures perspectives pour petite entreprise et prépareront la grande entreprise sera élargi. Les contrats seront aussi codifiés en fonction de leur degré d'importance et le nouveau contrat n'aura pas de clauses séroïnes qui empêcheront les entreprises de se développer.
- Les marchés pourront être attribués à ministère d'industrie plus facilement et les petites entreprises par le truchement des centres régionaux d'approvisionnement. Il revient aussi reviser sa politique en matière d'achats locaux pour assurer qu'elle favorise la concurrence et la participation de la petite entreprise.

- Parmi les autres mesures envisagées, représentant au total 339 clauses, sont les achats plus complexes, un certain plus long, celui-ci de vignobles, avec possibilité d'ajout de clauses, avec possibilité d'ajout de conditions pourra d'ici peu être utilisée. Le ministère a également pris quelques mesures pour simplifier l'avantage des pratiques administratives. A titre d'exemple, l'ensemble des achats de valeur auxquelles vise.

Mesures intéressantes pour la PME

Systèmes de communications politiques			
Description de l'article	Observations	M \$	du programme
Québec			
Est et Nord de l'Ontario	Région de la Capitale nationale	1,5	Phonie discrète nationale
1987-1992	AEA	2,5	Partie septentrionale de la Colombie-Britannique
1986-1987	AEA	3,2	Nouveau-Brunswick
1986-1987	AEA	1,5	Gandee
1987-1992	Pour le compte d'Environnement Canada	8	Le Service de l'environnement atmosphérique du
1987-1992	Pour le compte de l'environnement	80	système de télésatellite des données sur l'environnement permettant la saisie et le traitement des renseignements météorologiques. Les ministres de la Défense ministère de l'environnement à un point un
1985-1989	Pour le compte de Revenu Canada	20	Ce système, qui sera installé dans les postes de douaniers de bord des unités mobiles, permettra aux douaniers de demander de l'aide lorsqu'ils feront face à des individus agressifs qui tentent de passer la frontière.
1985-1987	Pour le compte de la Corporation commerciale canadienne	40	Il sagit d'un système financé conjointement par la USAF et le MEIR. Il permettra de traiter et de transmettre des données météorologiques aux bases aux installations de l'USAF.
1986-1987	Pour le compte de la Corporation commerciale canadienne	16,2	Il sagit d'un système financier conjointement par l'Armée américaine et par le MEIR. Le matériel est destiné à remplacer les systèmes portant le numéro AN/GRC-103 dont se sert actuellement l'Armée américaine.
1986-1987	Pour le compte d'Approlis	30	31. Unités centrales de traitement (4-6 IBM, systèmes compatibles)
1986	Pour le compte de la Gendarmerie royale du Canada	5	32. Mémoires à accès direct
200	Demande de propositions	33. Offres permises sur les services	34. Offres permises sur les appareils à clavier pour 1987-1988 et 1988-1989
200	Demande de propositions	35. Prestation de services données à	(couvertures d'imprimante, machines de traitement de textes, machines à écrire électriques et électroniques, micro-ordinateurs utilisés avec un programme de traitement de textes)
28	Demande de propositions	36. Prestation de services de gestion du matériel fai-	Canada, Douanes et accise, pour une période de trois ans.

Description de l'article	Observations	M \$	Durée prévue	Approximatif	Coût	19. Projet de modernisation des stations d'information de vol (PMSVI)
Ce projet intègre plusieurs plans de modernisation des installations électroniques et doit permettre l'élimination de certains postes de travail que requiert le système actuel. De plus, il permettra l'affichage et la transmission électroniques de renseignements aéronautiques aux passagers et aux pilotes d'information, fournit des systèmes-pilotes d'information et de rapports météorologiques informatisés.	Canada	1985-1990			130	20. Système de traitement de données aéronautiques (STDA)
Ce projet permettra de fournir des microprocesseurs et des unités à haute puissance ainsi que des unités à chaque endroit désigné ainsi que des données qui servent à la haute puissance de traitement de bases de données dans chaque centre de données à haut niveau de renseignement. Les données obtenues de contrôle du périmètre. Les données obtenues en temps réel au moyen de capteurs (par ex. : les données concernant les conditions atmosphériques locales) servent affichées par les unités de traitements locaux. Chaque système régional fonctionne au sein local. Chaque système régional fonctionne au sein avec les stations d'information de la communication vocale de la transmission de données entre les installations principales (elles que les centres de contrôle de la circulation aérienne, les unités de contrôle territorial (UCT), les stations d'information de vol et les tours). Ils permettent également la communication avec les Etats-Unis, l'Europe, l'Islande et le Groenland.	Canada	1985-1990			21. Projet de réseau de communication intégrés (PRCI)	
Les systèmes intégrés permettent la communication vocale pour la transmission de données entre les installations principales qui permettent la communication vocale à la navigation terrestre sur l'achat de divers systèmes terrestres d'aide à la navigation tels que l'équipement de mesure de distance, des appareils de radio-alinémentation omnidirectionnelles THF, des systèmes de télécontrolage de la maintenance, des groupes électrogénés de secours, etc.	Canada	1985-1990			40	22. Aides à la navigation
Ce projet prévoit un système additionnel et améliore de contrôle de la circulation maritime qui sera installé dans des zones dessinées dans tout le Canada, de contrepôle de la circulation maritime qui sera installé dans des zones dessinées dans tout le Canada, pour le compte de Transports Canada	Canada	1986-1996			50	23. Système de contrôle de la circulation maritime (SCCM)
Ce système prévoit un système additionnel et améliore de contrôle de la circulation maritime qui sera installé dans des zones dessinées dans tout le Canada, pour le compte de Transports Canada	Canada	1985-1987			40	24. Émetteurs et récepteurs TFR
Materiel de radiogoniométrie, aides à la navigation destinées à la navigation aérienne civile.	Canada	1985-1989			30	25. Communautaires modulaires de communication aéronautique (MACS)
Le MACS fait partie du plan d'aménagement de l'espace aérien du Canada. Une fois installé, cet appareil permettra d'améliorer les centres de service d'exploitation en vol et les capacités des tours de contrôle.	Canada	1986-1990			15	26. Systèmes de communication de la province d'Albermarle (PACs)
Système de radio émetteur-récepteur fixe, mobile et portatif pour la GRC en Albermarle.	Canada					

Description de l'article	Observations	Coût	Durée prévue	M \$	du programme	du proximalité	Coût	FPV ARROW POST (25m)
11. Système tacique de commandement, de contrôle et de communication (STCC)	Pour le compte de la Défense nationale	1985-1995	2 000	Ce projet vise à fournir aux Forces terrestres canadiennes un système d'information et de communication.	Védettes (6m - 13m) et plates-formes de programme Un gros bateau de pêche et de recherche (72m)	1987-1990	26	FPU ARROW POST (25m)
12. Système de recherche à l'imprécise (RIDI)	Pour le compte de la Défense nationale	1985-1988	85	Il s'agit d'un projet conjoint de mise au point des systèmes par la Marine américaine, le MDN et le MEIR. Ce système permettra d'effectuer de façon statique la recherche, la détection, l'acquisition et la poursuite des cibles.	Ce projet porte sur l'achat d'un système de défense aérienne à basse altitude destiné aux Forces armées canadiennes de l'OTAN. L'annonce que le contrat pour DBA a été adjugé à la Société Oerlikon-Bührle Machine Tool Works a été faite officiellement le 17 juin 1986.	600	13. Défense aérienne à basse altitude (DBA)	
13. Défense aérienne à basse altitude (DBA)	Pour le compte de la Défense nationale	1985-1990	600	Le système d'aérez du Nord fait partie du plan de modernisation de la Défense aérienne nord-américaine qui prévoit le remplacement des systèmes de détection lointaine avancée (DEW) par des radars et du matériel aérien neutre.	Le matériel aérien acheminé aux termes de ce programme de projets secondaires utilisés dans les aéroports du ministère des Transports.	670	15. Projet de modernisation des radars (RAMP)	
14. Système d'aérez du Nord (SAN)	Pour le compte de la Défense nationale	1985-1990	660	Le système d'aérez du Nord fait partie du plan de modernisation de la Défense aérienne nord-américaine qui prévoit le remplacement des systèmes de détection lointaine avancée (DEW) par des radars et du matériel aérien neutre.	Le matériel aérien acheminé aux termes de ce programme de projets secondaires utilisés dans les aéroports du ministère des Transports.	290	16. Système d'atterrisseage micro-ondes (MLS)	
15. Projet de modernisation des radars (RAMP)	Pour le compte de Transports Canada	1985-1990	670	Le matériel acheminé aux termes de ce programme de projets secondaires utilisés dans les aéroports du ministère des Transports.	Grande échelle de circulation aérienne jusqu'en 2000, doit remplacer le système actuel d'atterrisseage aux instruments.	240	17. Projet de modernisation du traitement des données de vol (PMTDV)	
16. Système d'atterrisseage micro-ondes (MLS)	Pour le compte de Transports Canada	1985-1990	290	Ce système, qui comporte du matériel de technologie de pointe, doit permettre ce qu'il suit : A) Assurer le traitement et la transmission automatiques des données de vol entre tous les services de la circulation aérienne et leurs utilisateurs; B) effectuer le contrôle de la circulation aérienne à l'aide d'un système automatique permettant l'établissement d'interactions directes ou détaillées; et C) prévoir et résoudre les situations de conflits stratégiques.	Dans le cadre de ce projet, il sera possible de mettre au point et de mettre en place le contrôle et le traitement du matériel dans l'industrie aérospatiale.	210	18. Système de surveillance du contrôle et de la performance (SSCP)	

Description de l'article	Observations	Durée prévue du programme	Cout	Type 400 (3) Garde-côte de recherche et de sauvegarde
Moderisation à mi-vie, prolongation de la durée de vie et radoubages	Pour le compte de Transports Canada	1986-1987	4,5	J.A. McDonald (Type 1200)
Reparations et radoubages	Prolongation de la durée de vie	1986-1987	4	SIMCO (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1988	4	PROVO WALLS (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1989	9	BARTLETT (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	45	L.S. St. Laurent (Type 1300)
Reparations et radoubages	Prolongation de la durée de vie	1986-1987	4,5	Nicollet (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1986-1988	7,8	Berrier (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1989	8,8	N. MCL. Rogers (Type 1200)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	7,8	Giffon (Type 1100)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	7,8	GRIFTON (Type 1100)
Reparations et radoubages	Prolongation de la durée de vie	1987-1998	45	TRACY (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1989	9	PROVO WALLS (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	45	L.S. St. Laurent (Type 1300)
Reparations et radoubages	Prolongation de la durée de vie	1986-1987	4,5	Nicollet (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1986-1988	7,8	Berrier (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1989	8,8	N. MCL. Rogers (Type 1200)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	7,8	Giffon (Type 1100)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	7,8	GRIFTON (Type 1100)
Reparations et radoubages	Prolongation de la durée de vie	1987-1988	45	TRACY (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1989	9	PROVO WALLS (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	45	L.S. St. Laurent (Type 1300)
Reparations et radoubages	Prolongation de la durée de vie	1986-1987	4,5	Nicollet (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1986-1988	7,8	Berrier (Type 1000)
Reparations et radoubages	Prolongation de la durée de vie	1987-1989	8,8	N. MCL. Rogers (Type 1200)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	7,8	Giffon (Type 1100)
Reparations et radoubages	Prolongation de la durée de vie	1987-1990	7,8	GRIFTON (Type 1100)
Reparations et radoubages	Prolongation de la durée de vie	1987-1988	45	TRACY (Type 1000)
Modernisation à mi-vie, prolongation de la durée de vie et radoubages	Pour le compte de la Défense nationale	1987-1988	30	Radioubages échelonnés
Modernisation à mi-vie, prolongation de la durée de vie et radoubages	Pour le compte de la Défense nationale	1986-1987	30	CSS Hudson
FPV Chebucto	Océans	Nov. 1986	8	FPV Tarnu
FPV Chebucto	Océans	Sept. 1986	3	FPV Chebucto
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1989	26	CSS Dawson (classe II) (74m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1988-1990	13	CSS Richardson (25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1988	2,5	CSS Bayfield (51,25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1988-1990	13	CSS Maxwell (51,25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1989-1992	26	CSS Dawson (classe II) (74m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1990	13	CSS Richardson (25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1988-1990	2,5	CSS Bayfield (51,25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1990	13	CSS Maxwell (51,25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1990	1	Bateau de patrouille, classe "Reef"
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1990	2	Navaires de patrouille (25m)
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1988-1990	13	Pêche en grélier, de classe "Bay"
FRV E.E. Prince (38m - 50m)	Taille non déterminée	1987-1988	2,5	Pêche en grélier (17m)

Description de l'article	Observations	M \$	Durée prévue du programme	Coût approximatif	CANTASS - partie 1
L'achat de réseaux remorqués pour les navires ANNAPOLIS et NIPIGON et un ensemble d'appareils de manutention et d'entreposage pour le navire ANNAPOLIS.	Pour le compte de la Défense nationale	1986-1988	14	CANTASS - Partie 2	ANNAPOLEIS.
Instillation et essai des systèmes à bord de PANNAPOLIS et achat d'un deuxième ensemble de navire NIPIGON.	Pour le compte de la Défense nationale	1987-1990	21	CANTASS - Partie 3	ANNAPOLEIS.
Moderisation du système à bord de PANNAPOLIS. Achat du système de série devant être installé à bord du NIPIGON (système de résau remorque de série).	Pour le compte de la Défense nationale	1987-1992	47	CANTASS - Partie 4	FPC.
Achat des systèmes de série montés à bord des CANTAS. Achat de systèmes de série montés à bord.	Pour le compte de la Défense nationale	1984-1987	70	Finance à même le projet des frégates de patrouille	Finance par le projet de recherche et de développement du MDN
Mise au point des systèmes électroniques montés à bord.	Pour le compte de la Défense nationale	1986-1988	131	7. Torpilles maritimes air-mer (MAST)	Achat de 349 torpilles de surface anti-sous-marin Mark 46 Mod 5 de dernier modèle. Ces torpilles sont utilisées par les navires de surface et les aéronefs.
Achat de 48 torpilles lancées d'un sous-marin Mark 37 déclassées.	Pour le compte de la Défense nationale	1986-1988	90	8. Remplacement de torpilles sous-marines	Achat de 48 torpilles lancées d'un sous-marin Mark 37 déclassées.
Un système en vue de protéger les bateaux des Forces armées canadiennes contre les torpilles. Il s'agit d'un système électronique remorqué qui émet des signaux accoustiques pour détourner ou broiller les torpilles accoustiques.	Pour le compte de la Défense nationale	1986-1987	19	9. Système de défense anti-torpille (NIXIE)	Un système en vue de protéger les bateaux des Forces armées canadiennes contre les torpilles. Il s'agit d'un système électronique remorqué qui émet des signaux accoustiques pour détourner ou broiller les torpilles accoustiques.
Port le compte de Transports Canada	Concept et construction	1987-1992	75	Type 1000 (2) Aide intermédiaire à la navigation Native annexe/a coque renforcée	Type 1000 (2) Aide à la navigation de petite dimension
Native annexe/a coque renforcée	Concept et construction	1987-1989	19	Type 900 Aide à la navigation de petite dimension	Type 800 (2) Aide à la navigation de petite dimension — native annexe
Native annexe/a coque renforcée	Construction	1986-1988	6	Type 700 (2) Aide à la navigation fluviale Native annexe	Type 700 (2) Aide à la navigation fluviale Native annexe
Native annexe/a coque renforcée	Construction, modernisation et conception	1986-1990	26	Type 600 (3) Gros garde-côte de recherche et de sauvegarde	Type 600 (3) Gros garde-côte de recherche et de sauvegarde
Native annexe/a coque renforcée	Concept et construction	1986-1992	96	Type 500 (2) Garde-côte de recherche et de sauvegarde de moyenne grosseur	Type 500 (2) Garde-côte de recherche et de sauvegarde de moyenne grosseur

Prévisions d'achats

Section	Description de l'article	Observations	Coût	Durée prévue	M\$	Approximation
1. Bristle-Glace Polar 8	Les critères de conception et de définition des termes du contrat ont été complétées et des propositions ont été reçues de la Vesselrite Docks Inc., et de la Versatile Docks Inc. L'évaluation de ces propositions sera terminée dans la fin de l'année. Shipyards Inc. est en cours d'évaluation par un groupe de travail.	Pour le compte de la Défense nationale	450	1986-1991		
2. Modernisation des navires de classe tribale (projet TRUMP)	Ce projet permettra de renforcer l'équipement actuel qui est désuet et fournit une capacité de défense extrême ainsi qu'une capacité de commandement et de contrôle de groupe de forces combiné pour le contre-attaque tactique. L'autorisation pour le contrat de mise en œuvre a été accordée en mai 1986.	Pour le compte de Transports Canada	750	1986-1991		
3. Remplacement des frégates de l'OTAN en valeur des années 1990 (NFR 90)	Il s'agit d'un projet conjoint entre huit pays, qui visera la construction conjointe et la construction d'une frégate de guerre anti-sous-marin de l'OTAN pour les coûts portant uniquement de l'étude de faisabilité	Pour le compte de la Défense nationale	3 400	1985-1995		
4. Remplacement des navires, Phase II (PRN II)	Ce projet porte sur la construction de six frégates supplémentaires dans le cadre de marchés répétés. Les six premières sont actuellement en cours de fabrication conformément au projet de la Commission européenne. Ces projets sont actuellement en cours de réception de fonds sous-tendra probablement des dépenses de l'ordre de 3 milliards de dollars (1985-1986). Le projet sous-tendra probablement une partie du Frégate de patrouille canadienne. Cette partie du projet n'a pas encore été détaillée.	Pour le compte de la Défense nationale	3 000	1986-1990		
5. Programme canadien d'acquisition de sous-marins (PCAs)	Ce projet vise à maintenir la puissance sous-marine de la flotte canadienne dans les années 1990 et de répondre aux besoins du Canada. Il consiste également à trouver une nouvelle classe de sous-marins qui remplacent les obsolets premiers de ce projet de la fin des années 1980 et de la fin des années 1990. Les deux dernières classes de sous-marins qui remplaceront les premiers sont actuellement en cours de conception et de fabrication.	Pour le compte de la Défense nationale	1 000	1986-1990		
6. Système canadien de Sonar à réseaux	Une fois mis au point, ce système sera installé à bord de huit navires de guerre canadiens. Il sera composé d'un capteur de la marine américaine (sub-sous-marins) et de matériel électronique de traitement et de fusion (embarqué) de conception canadienne.	Pour le compte de la Défense nationale				

Voici la liste des prévisions d'acchats à court et à long terme pour les ministères et les organismes du gouvernement fédéral. Voilà une autre que tous les projets sont assujettis à l'approbation du gouvernement et à la disponibilité des crédits :

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La D^epêche sera publiée à intervalles irrégulières. Elle permettra à mon ministre d'informier plus de 100 000 vallées montagneuses, des démissions autorisées, des changements d'apports et à nos politiques, des décisions concernant nos dépenses, nos recettes et nos transactions qui peuvent influer sur vos nexes qui peuvent déterminer sur vos transactions et d'autres questions transnationales et vos intérêts économiques au sujet du contenu pour un ensemble nous fascinons de la D^epêche une publication d'affaires essentielles. Veilliez accepter mes meilleures voeux de succès dans vos futures entreprises.

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Ministre des Approvisionnements et Services

III me fait grand plaisir de profiter de cette première numéro de La Dépêche pour saluer l'ensemblle de nos partenaires d'affaires. Des mai-momiaition marières d'affaires. Des approfision-nemants et services, je me suis mité-ressé aux rapports que maîtrisement des vours présentent cette nouvelle publiqueation laquelle, je le souhaite, nous permettra de mieux communiquer entre nous.

A mon avis, un bulletin d'informa-tion comme celui-ci sera utile à tous nos fournisseurs et plus particulière-ment aux dirigeants des petites entre-prises qui, dans le passé, ont éprouvé de la difficulté à comprendre certains aspects de nos pratiques et politiques. Toute chose n'est pas évidente et il faut faire preuve de patience et de compréhension pour réussir à faire évoluer nos relations d'affaires. Des éléments les plus importants d'un milieu d'affaires sont deux: deux marchés et les communautés. Les accès aux marchés et les communautés sont deux éléments des éléments les plus importants d'un milieu d'affaires.

Message de Monique Vézina

Un bulletin d'information à l'intention de nos fournisseurs octobre 1986 n° 1

